

**PIONEER
SUGAR**

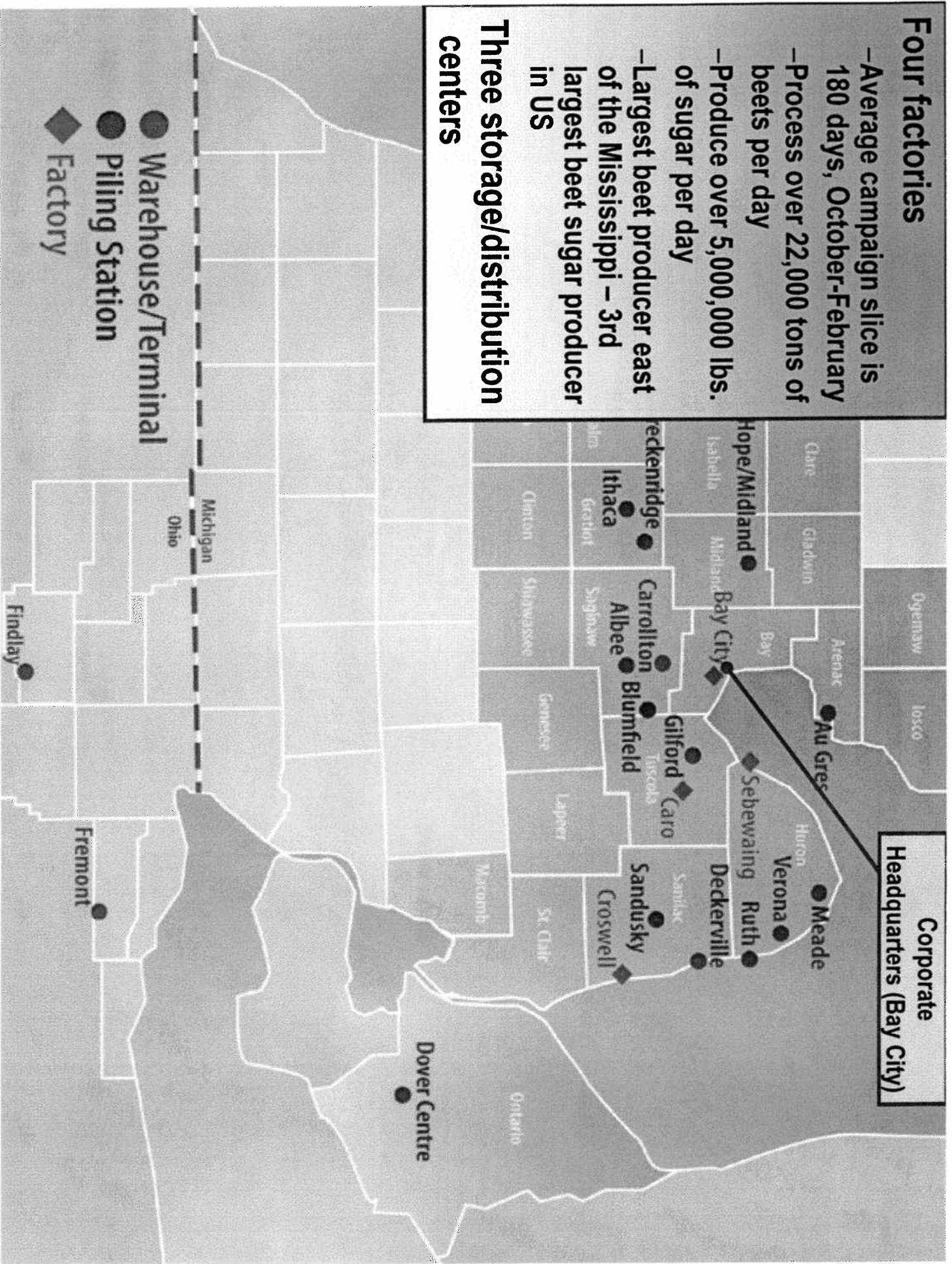
**BIG
CHIEF
SUGAR**

Four factories

- Average campaign slice is 180 days, October-February
- Process over 22,000 tons of beets per day
- Produce over 5,000,000 lbs. of sugar per day
- Largest beet producer east of the Mississippi - 3rd largest beet sugar producer in US

Three storage/distribution centers

Corporate Headquarters (Bay City)



- Warehouse/Terminal
- Piling Station
- ◆ Factory

Economic Impact

- \$450 million direct economic impact in 21 counties annually
- Approx. \$1.2 Billion indirect economic impact to the State of Michigan
- 450 year-round employees
- 1,150 seasonal employees
- 1,100 farm families
- 150,000 acres – in a four year rotation with other cash crops



- 
- Total
 - 3.8 million tons of beets processed
 - 1 billion pounds of sugar
 - 150,000 tons of molasses
 - 435,000 tons of pressed pulp -
(equivalent is 128,000 tons dried)
 - 86,000 tons of dried pulp
 - 30,000 tons of (CMS) raffinate
 - 8,000 tons of betaine



- Markets

- Sugar

- 70% industrial – food manufacturers (cereal, cookies, ice cream, etc.)

- 30% grocery

- Primarily Michigan, Ohio and Indiana

- Molasses

- Yeast manufacturing

- Animal feed

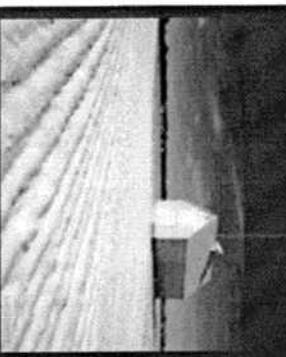
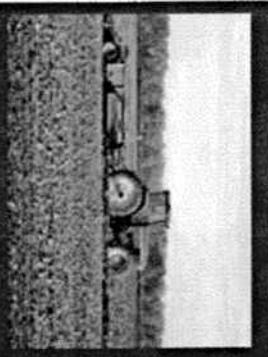
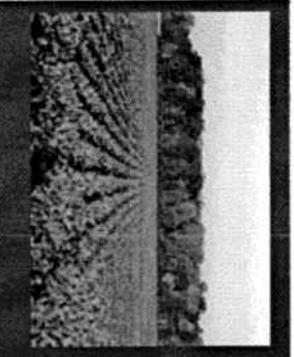
- US/Canada

- Pulp

- Animal feed

- US/Canada/Europe





- Markets (continued)

- Raffinate
 - Animal feed
 - US
- Betaine
 - Poultry feed
 - MSG production
 - US/Asia

